

Message Text

LIMITED OFFICIAL USE

PAGE 01 MOSCOW 10272 160818Z
ACTION EUR-12

INFO OCT-01 EA-07 ISO-00 AID-05 CIAE-00 COME-00 EB-07
FRB-03 INR-07 NSAE-00 USIA-06 TRSE-00 XMB-02
OPIC-03 SP-02 LAB-04 EPG-02 SIL-01 OMB-01 NSC-05
SS-15 STR-04 CEA-01 L-03 H-01 DODE-00 PA-01
PRS-01 FEA-01 OES-07 /102 W
-----085759 161043Z /20

R 160720Z JUL 77
FM AMEMBASSY MOSCOW
TO SECSTATE WASHDC 9916
INFO AMEMBASSY HELSINKI
AMEMBASSY PARIS
AMEMBASSY TOKYO
USMISSION NATO
AMEMBASSY BELGRADE

LIMITED OFFICIAL USE MOSCOW 10272

EO 11652: NA
TAGS: ETRD UR
SUBJECT: FOREIGN TRADE OFFICIAL LECTURES ON SOVIET FOREIGN TRADE
POLICY

SUMMARY: JULY 12 SPEECH BY MINISTRY OF FOREIGN TRADE
OFFICIAL TO ECONOMIC/COMMERCIAL COUNSELORS AND WESTERN
BUSINESSMEN REPEATED OFT-HEARD SOVIET FOREIGN TRADE POLICY
THEMES. OFFICIAL STRESSED IMPORTANCE OF COMPENSATION DEALS
IN FUTURE SOVIET TRADE WITH WESTERN DEVELOPED COUNTRIES
AND LISTED AREAS OF EQUIPMENT IMPORTS OF GREATEST INTEREST
TO SOVIETS. HE IMPLIED THAT LONG-TERM COOPERATION AGREE-
MENTS WILL PLAY IMPORTANT ROLE IN SUCH TRADE. TIMING AND
AUDIENCE INDICATE THAT SPEECH WAS MADE WITH EYE TO BASKET II
ITEMS IN BELGRADE. END SUMMARY:

1. ON EVENING OF JULY 12 ECONOMIC/COMMERCIAL COUNSELORS
LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 MOSCOW 10272 160818Z

OF EMBASSY (OR THEIR SURROGATES) WERE INVITED TO HEAR
LECTURE GIVEN BY V.I. KLOCHEK, MEMBER OF COLLEGIUM OF
MINISTRY OF FOREIGN TRADE AND HEAD OF ITS CHIEF PLANNING
AND ECONOMIC DEPARTMENT. SEVERAL RUSSIAN-SPEAKING FOREIGN
BUSINESS REPS WERE ALSO PRESENT IN AUDIENCE OF SOME 50
PERSONS. KLOCHEK READ HIS 45-MINUTE SPEECH IN RUSSIAN WITHOUT
BENEFIT OF INTERPRETER, MUCH TO THE DISMAY OF THOSE (SUCH AS

INDONESIAN ECONOMIC COUNSELOR, WHO SPEAKS NO RUSSIAN) WHO HAD EXPECTED AT LEAST A COPY OF THE TEXT IN ENGLISH OR FRENCH.

2. SPEECH, TITLED "ON THE ACHIEVEMENTS OF THE SOVIET UNION IN THE AREA OF FOREIGN TRADE DURING 60 YEARS AND PROSPECTS FOR ITS GROWTH," COVERED FAMILIAR GROUND AND PROVIDED ONLY A FEW POINTS OF INTEREST. KLOCHEK SAID THERE ARE NOW MORE THAN 130 REPRESENTATIVE OFFICES OF WESTERN BUSINESS FIRMS IN MOSCOW. KLOCHEK CLAIMED EXPORTS OF FINISHED PRODUCTS WILL PLAY A GREATER ROLE THAN HITHERTO IN SOVIET EXPORTS TO WESTERN DEVELOPED COUNTRIES. HE ATTACHED SPECIAL SIGNIFICANCE TO COMPENSATION DEALS, CALLING ATTENTION TO SOVIET INTENTION TO CONCLUDE LONG-TERM ECONOMIC COOPERATION AGREEMENTS (UP TO 1990). SUCH AN AGREEMENT HAS ALREADY BEEN REACHED WITH FINLAND, AND ACCORDING TO KLOCHEK, IT WAS AGREED AT RAMBOUILLET THIS JUNE THAT FRANCE AND THE USSR WOULD WORK OUT ANOTHER. HE SAID, THE SOVIETS HAVE MADE A SIMILAR PROPOSAL TO JAPAN. KLOCHEK MENTIONED FOLLOWING PRODUCE AREAS AS MOST IMPORTANT FOR EQUIPMENT IMPORTS: FERROUS AND NON-FERROUS METALLURGY, CHEMICAL, PETROLEUM AND GAS INDUSTRIES, CELLULOSE-PAPER INDUSTRY AND THE LIGHT AND FOOD INDUSTRIES.

3. INTERESTINGLY, KLOCHEK LEFT OUT ONE PARAGRAPH FROM THE PREPARED TEXT OF HIS SPEECH (A COPY OF WHICH WAS HANDED OUT). PARAGRAPH CONTAINED CRITICISM OF WESTERN BUSINESS CIRCLES LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 03 MOSCOW 10272 160818Z

FOR NOT BEING BETTER INFORMED ON POSSIBILITIES FOR MUTALLY-ADVANTAGEOUS COOPERATION WHICH HELSINKI FINAL ACT HAS PROVIDED. THIS WAS ALSO ONLY DIRECT REFERENCE TO FINAL ACT IN WHOLE SPEECH.

4. AT THE END OF THE SPEECH, MFT CHIEF OF PROTOCOL INQUIRED IF THERE WERE ANY QUESTIONS. THERE WERE NONE.

5. COMMENT: TIMING OF SPEECH AND AUDIENCE LEAD US TO BELIEVE THAT THIS WAS SOVIET GESTURE, WITH AN EYE ON BELGRADE, IN SUPPORT OF SOVIET CLAIMS TO BE FULFILLING PROVISIONS OF HELSINKI FINAL ACT. IF SO, IT WAS ALL FORM AND ALMOST NO SUBSTANCE. IF SOVIETS INTEND TO REPEAT THIS UNUSUAL GESTURE, THEY WILL HAVE TO PROVIDE A MORE INTERESTING PRESENTATION, OR THERE WILL BE FEW PERSONS IN ATTENDANCE.

6. COMMERCIAL-ECONOMIC INFORMATION IS ONE OF FIELDS WHERE SOVIET PERFORMANCE HAS BEEN WEAK. THIS MAY BE ONE REASON WHY PORTION OF TEXT MENTIONED PARA 3 WAS OMITTED FROM DELIVERY, SINCE IT WOULD BE VERY EASY FOR WESTERN BUSINESSMEN TO TURN CRITICISM AROUND AND COMPLAIN THAT SOVIETS HAVE FAILED TO INFORM THEM OF COMMERCIAL OPPORTUNITIES.

TOON

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TRADE, POLICIES, FOREIGN TRADE, SPEECHES
Control Number: n/a
Copy: SINGLE
Sent Date: 16-Jul-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977MOSCOW10272
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770253-1286
Format: TEL
From: MOSCOW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770750/aaaabren.tel
Line Count: 117
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 4307366a-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 02-Mar-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1841430
Secure: OPEN
Status: NATIVE
Subject: FOREIGN TRADE OFFICIAL LECTURES ON SOVIET FOREIGN TRADE POLICY SUMMARY: JULY 12 SPEECH BY MINISTRY OF FOREIGN TRA
TAGS: ETRD, UR
To: STATE
Type: TE
vdkgvkey: odb://SAS/SAS.dbo.SAS_Docs/4307366a-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009